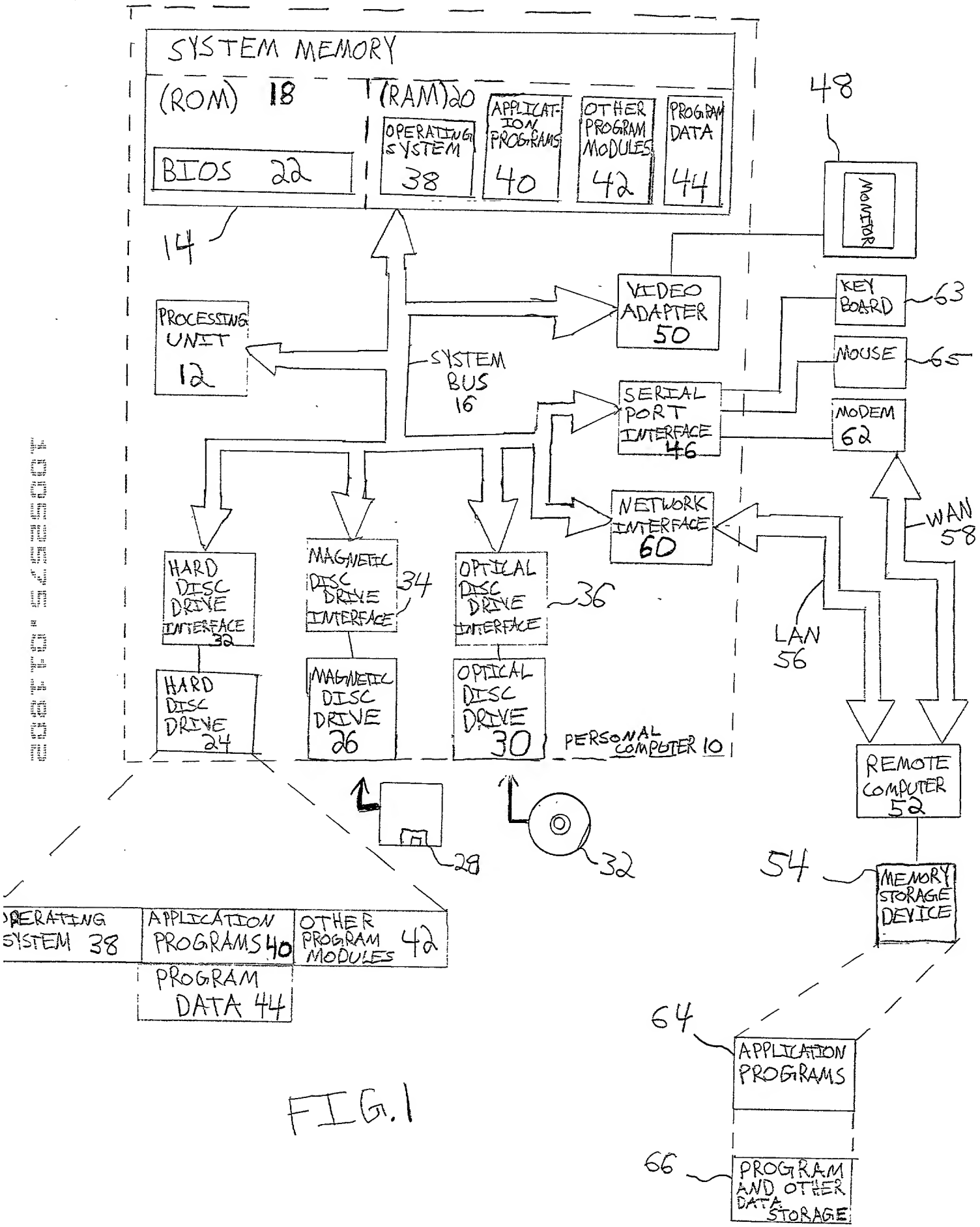

SYSTEM MEMORY
(ROM) 18
(RAM) 20
BIOS 22
OPERATING SYSTEM 38
APPLICATION PROGRAMS 40
OTHER PROGRAM MODULES 42
PROGRAM DATA 44
14
48
MONITOR
VIDEO ADAPTER 50
KEY BOARD 63
MOUSE 65
MODEM 62
PROCESSING UNIT 12
SYSTEM BUS 16
SERIAL PORT INTERFACE 46
NETWORK INTERFACE 60
WAN 58
LAN 56
HARD DISC DRIVE INTERFACE 32
MAGNETIC DISC DRIVE INTERFACE 34
OPTICAL DISC DRIVE INTERFACE 36
HARD DISC DRIVE 24
MAGNETIC DISC DRIVE 26
OPTICAL DISC DRIVE 30
PERSONAL COMPUTER 10
REMOTE COMPUTER 52
28
32
54
MEMORY STORAGE DEVICE
OPERATING SYSTEM 38
APPLICATION PROGRAMS 40
OTHER PROGRAM MODULES 42
PROGRAM DATA 44
64
APPLICATION PROGRAMS
66
PROGRAM AND OTHER DATA STORAGE

FIG. 1

FIG. 2

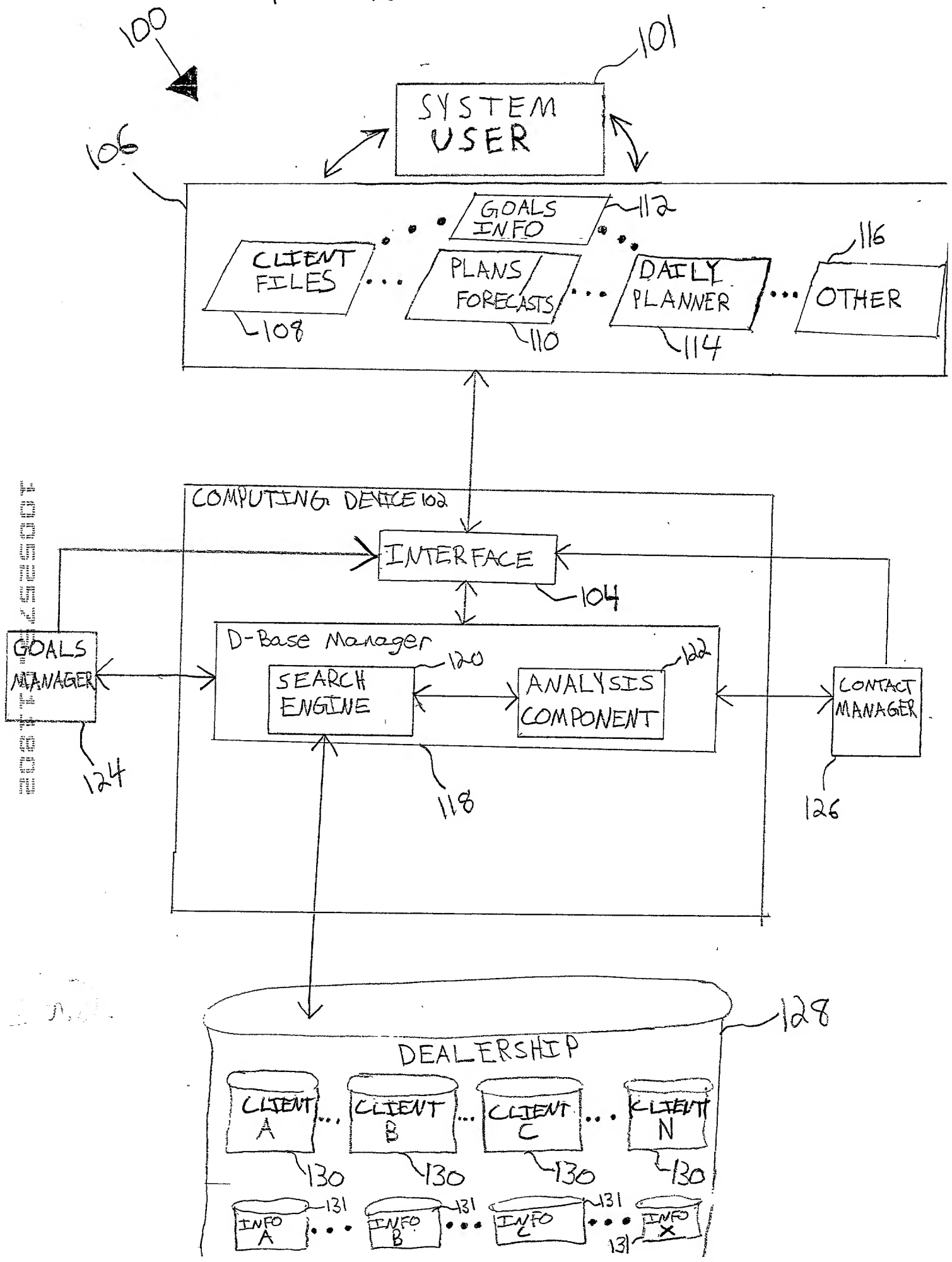

100
101
SYSTEM USER
106
GOALS INFO
112
CLIENT FILES
PLANS FORECASTS
DAILY PLANNER
116
OTHER
108
110
114
COMPUTING DEVICE 102
INTERFACE
104
D-Base Manager
GOALS MANAGER
SEARCH ENGINE
120
ANALYSIS COMPONENT
122
CONTACT MANAGER
124
118
126
128
DEALERSHIP
CLIENT A
CLIENT B
CLIENT C
CLIENT N
130
INFO A
INFO B
INFO C
INFO X
131

FIG. 3

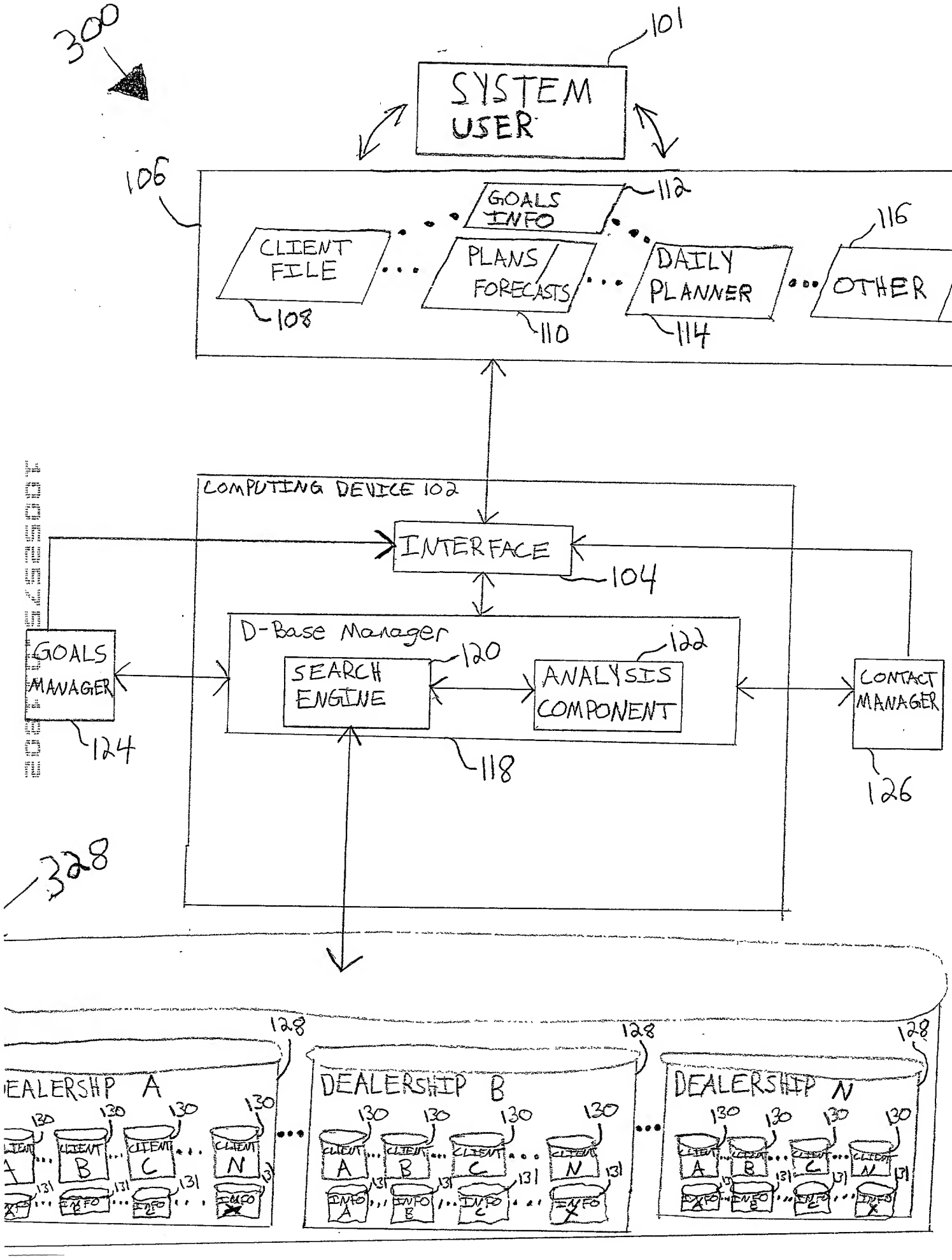

300
101
SYSTEM USER
106
GOALS INFO
112
CLIENT FILE
PLANS FORECASTS
DAILY PLANNER
116
OTHER
108
110
114
COMPUTING DEVICE 102
INTERFACE
104
D-Base Manager
GOALS MANAGER
SEARCH ENGINE
120
ANALYSIS COMPONENT
122
CONTACT MANAGER
124
118
126
328
DEALERSHIP A
DEALERSHIP B
DEALERSHIP N
128
130
131
CLIENT A
CLIENT B
CLIENT C
CLIENT N
INFO A
INFO B
INFO C
INFO X

FIG. 4

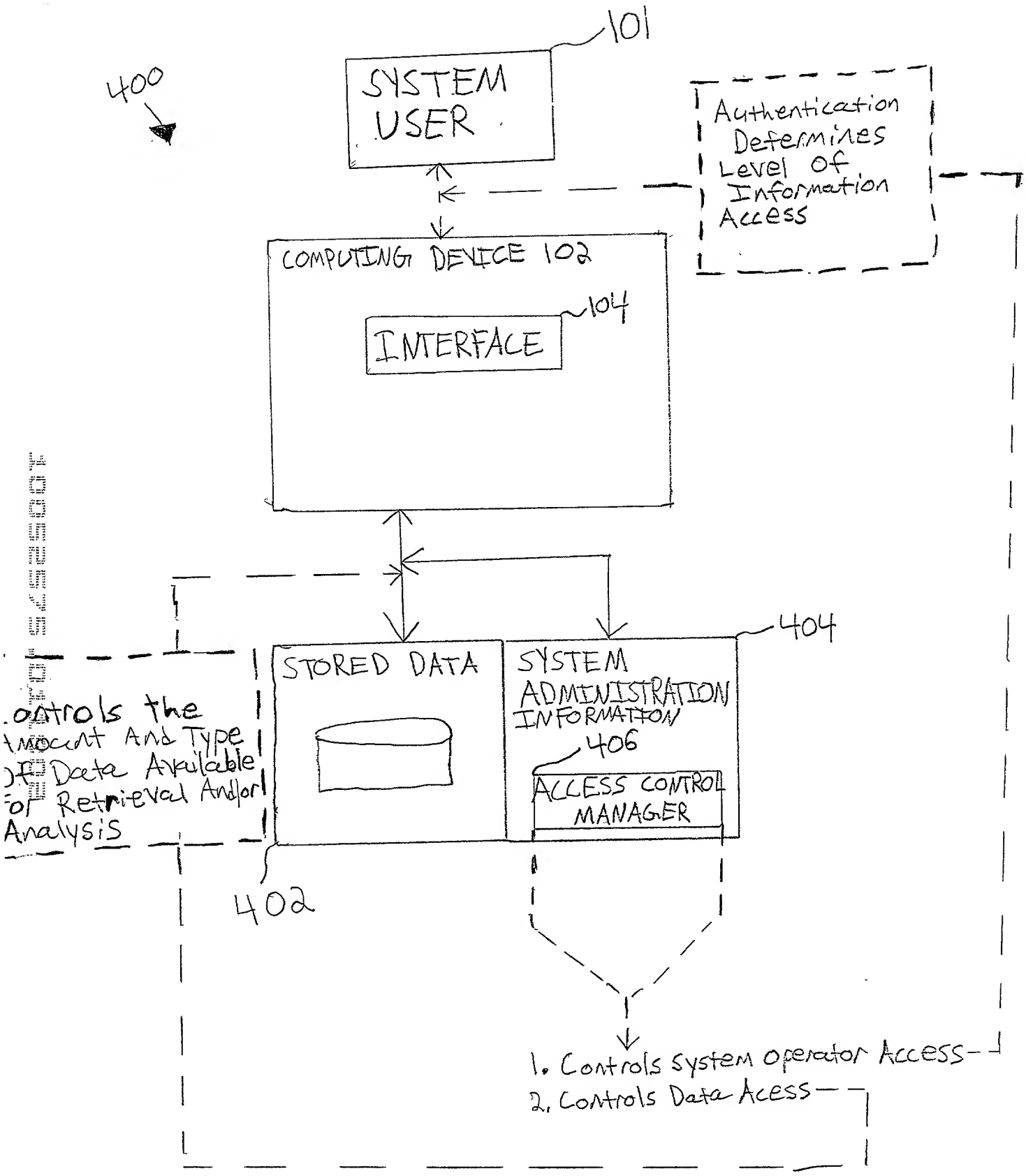

400
101
SYSTEM USER
Authentication Determines Level of Information Access
COMPUTING DEVICE 102
104
INTERFACE
404
STORED DATA
SYSTEM ADMINISTRATION INFORMATION
406
ACCESS CONTROL MANAGER
ontrols the
mount And Type
Data Available
or Retrieval And/or
Analysis
402
1. Controls system operator Access
2. Controls Data Access

FIG. 5

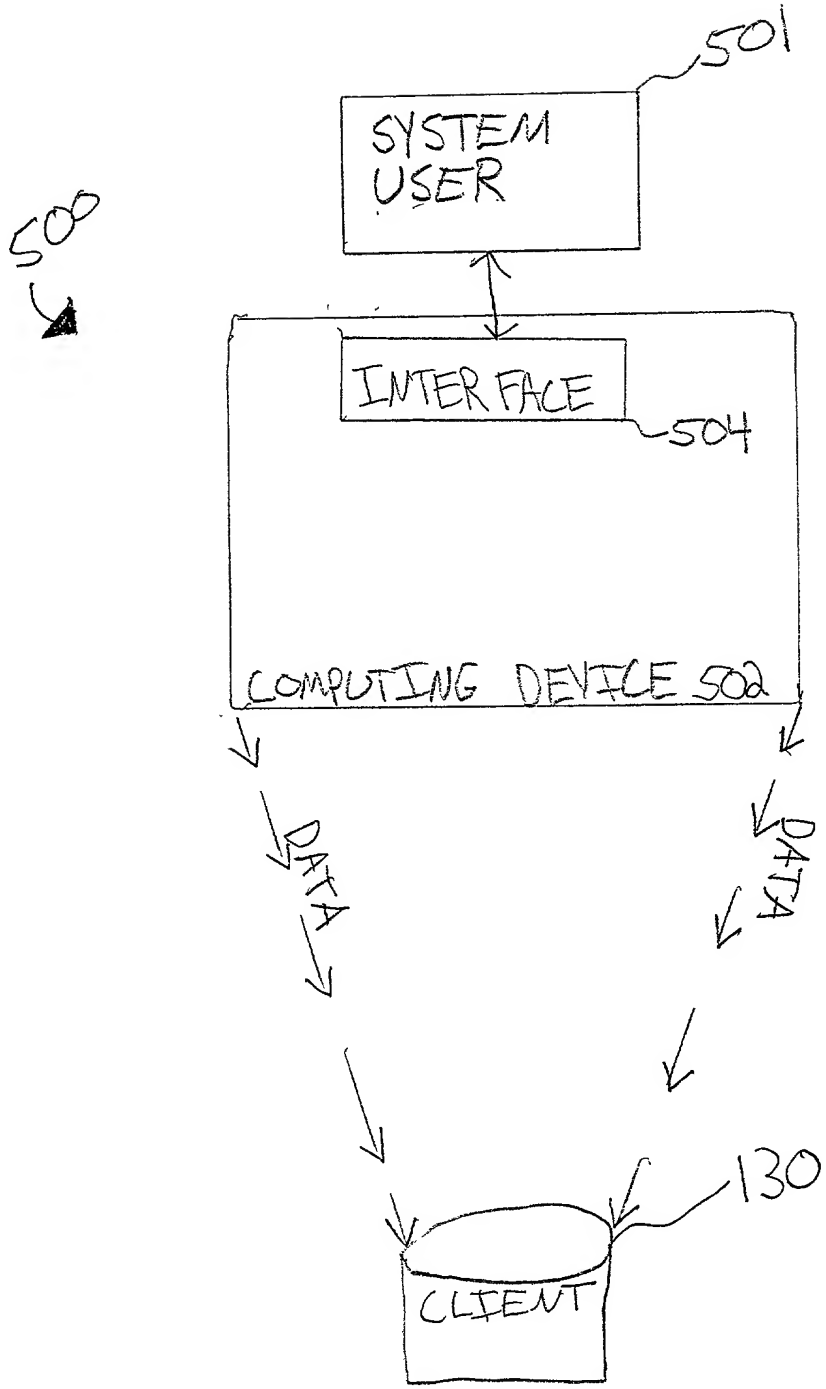

500
501
SYSTEM USER
INTERFACE
504
COMPUTING DEVICE 502
DATA
DATA
130
CLIENT

FIG. 6

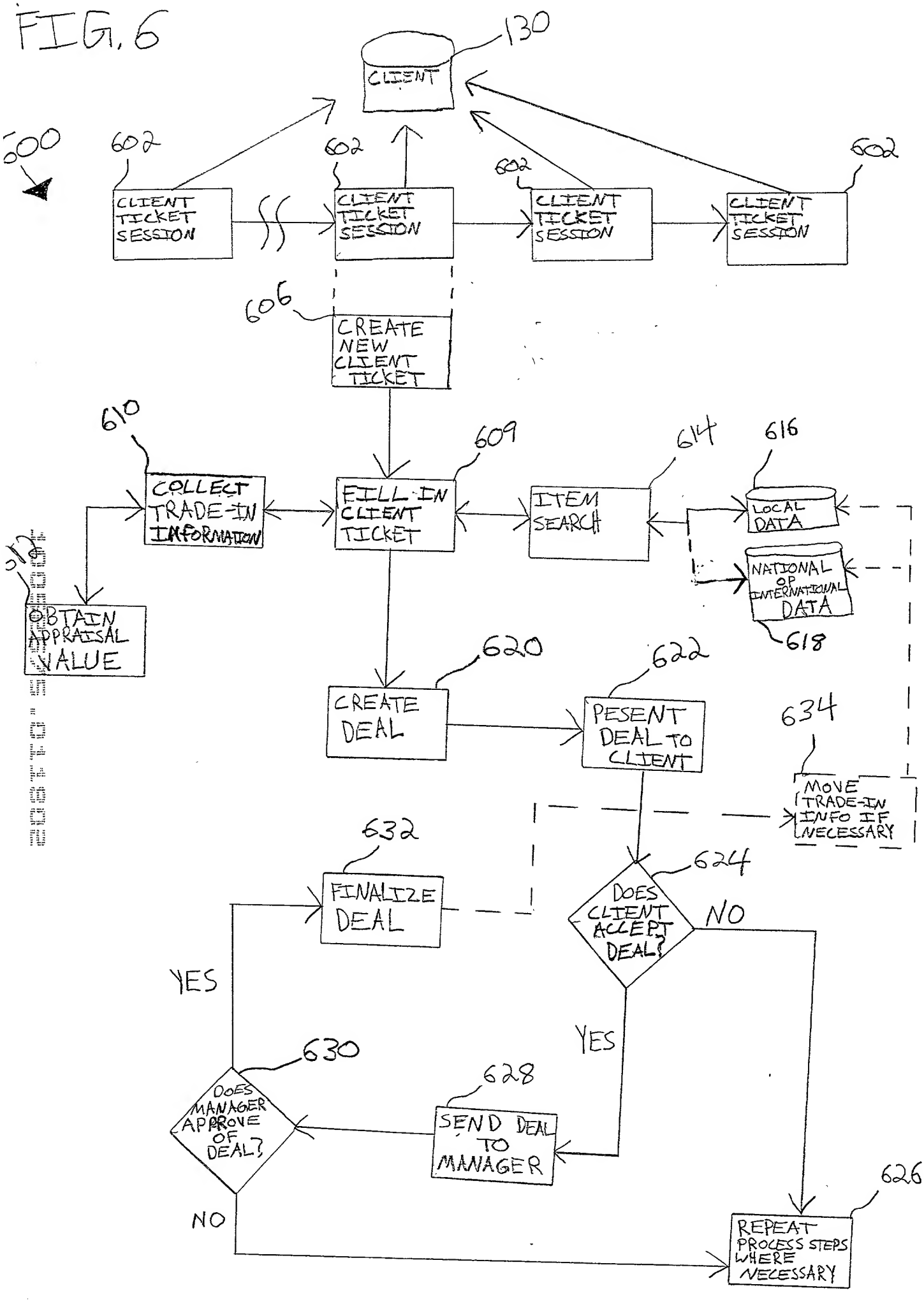

130
CLIENT
600
602
CLIENT TICKET SESSION
602
CLIENT TICKET SESSION
602
CLIENT TICKET SESSION
602
CLIENT TICKET SESSION
606
CREATE NEW CLIENT TICKET
610
COLLECT TRADE-IN INFORMATION
609
FILL IN CLIENT TICKET
614
ITEM SEARCH
616
LOCAL DATA
NATIONAL OR INTERNATIONAL DATA
618
612
OBTAIN APPRAISAL VALUE
620
CREATE DEAL
622
PESENT DEAL TO CLIENT
634
MOVE TRADE-IN INFO IF NECESSARY
632
FINALIZE DEAL
624
DOES CLIENT ACCEPT DEAL?
NO
YES
YES
630
DOES MANAGER APPROVE OF DEAL?
628
SEND DEAL TO MANAGER
NO
626
REPEAT PROCESS STEPS WHERE NECESSARY

FIG. 7

607

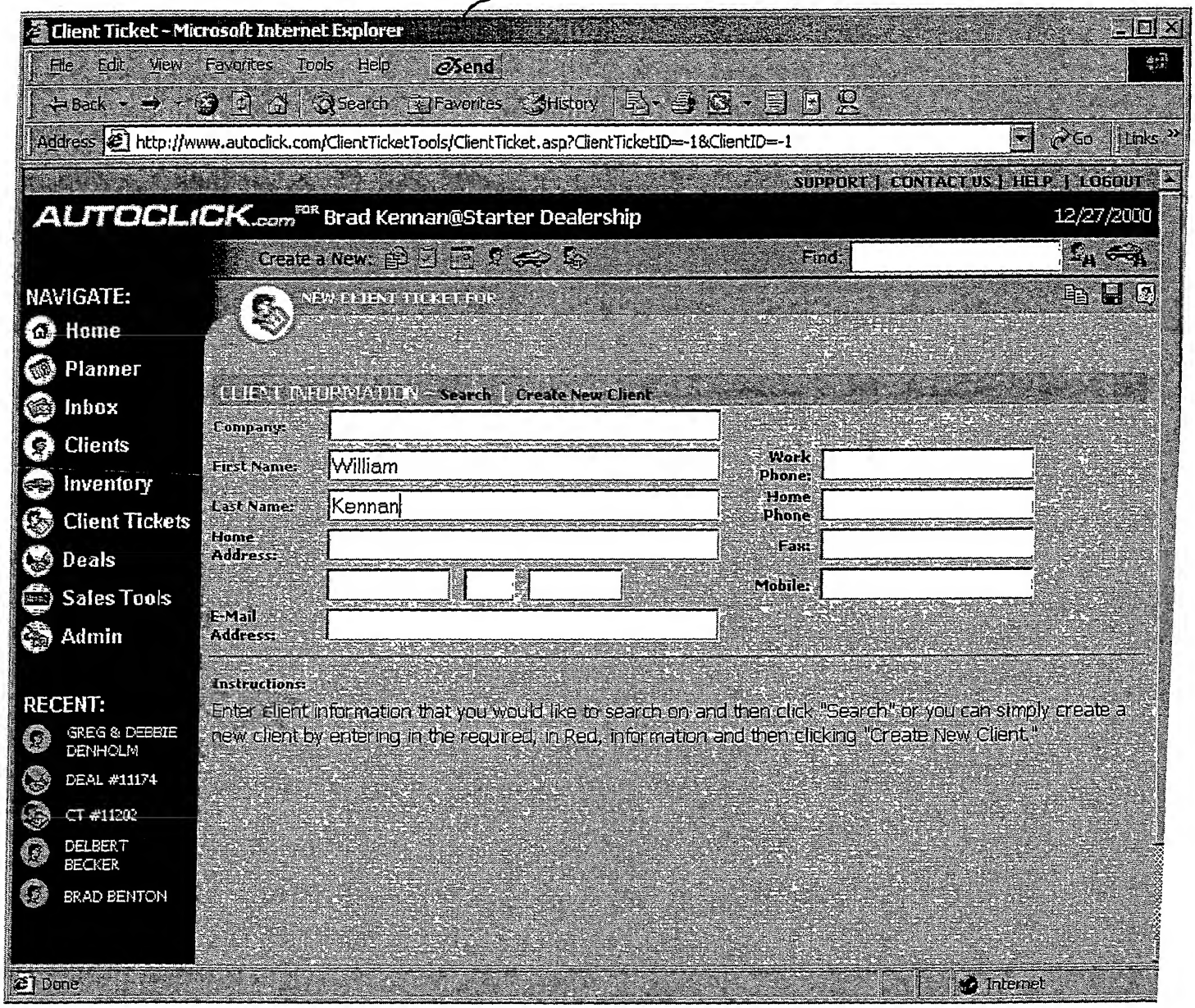

Client Ticket - Microsoft Internet Explorer
File Edit View Favorites Tools Help Send
Back Search Favorites History
Address http://www.autoclick.com/ClientTicketTools/ClientTicket.asp?ClientTicketID=-1&ClientID=-1
Go Links
SUPPORT | CONTACT US | HELP | LOGOUT
AUTOCLICK.com FOR Brad Kennan@Starter Dealership
12/27/2000
Create a New:
Find:
NAVIGATE:
Home
Planner
Inbox
Clients
Inventory
Client Tickets
Deals
Sales Tools
Admin
RECENT:
GREG & DEBBIE DENHOLM
DEAL #11174
CT #11202
DELBERT BECKER
BRAD BENTON
NEW CLIENT TICKET FOR
CLIENT INFORMATION - Search | Create New Client
Company:
First Name:
William
Last Name:
Kennan
Home Address:
E-Mail Address:
Work Phone:
Home Phone
Fax:
Mobile:
Instructions:
Enter client information that you would like to search on and then click "Search" or you can simply create a new client by entering in the required, in Red, information and then clicking "Create New Client."
Done
Internet

FIG. 8

608

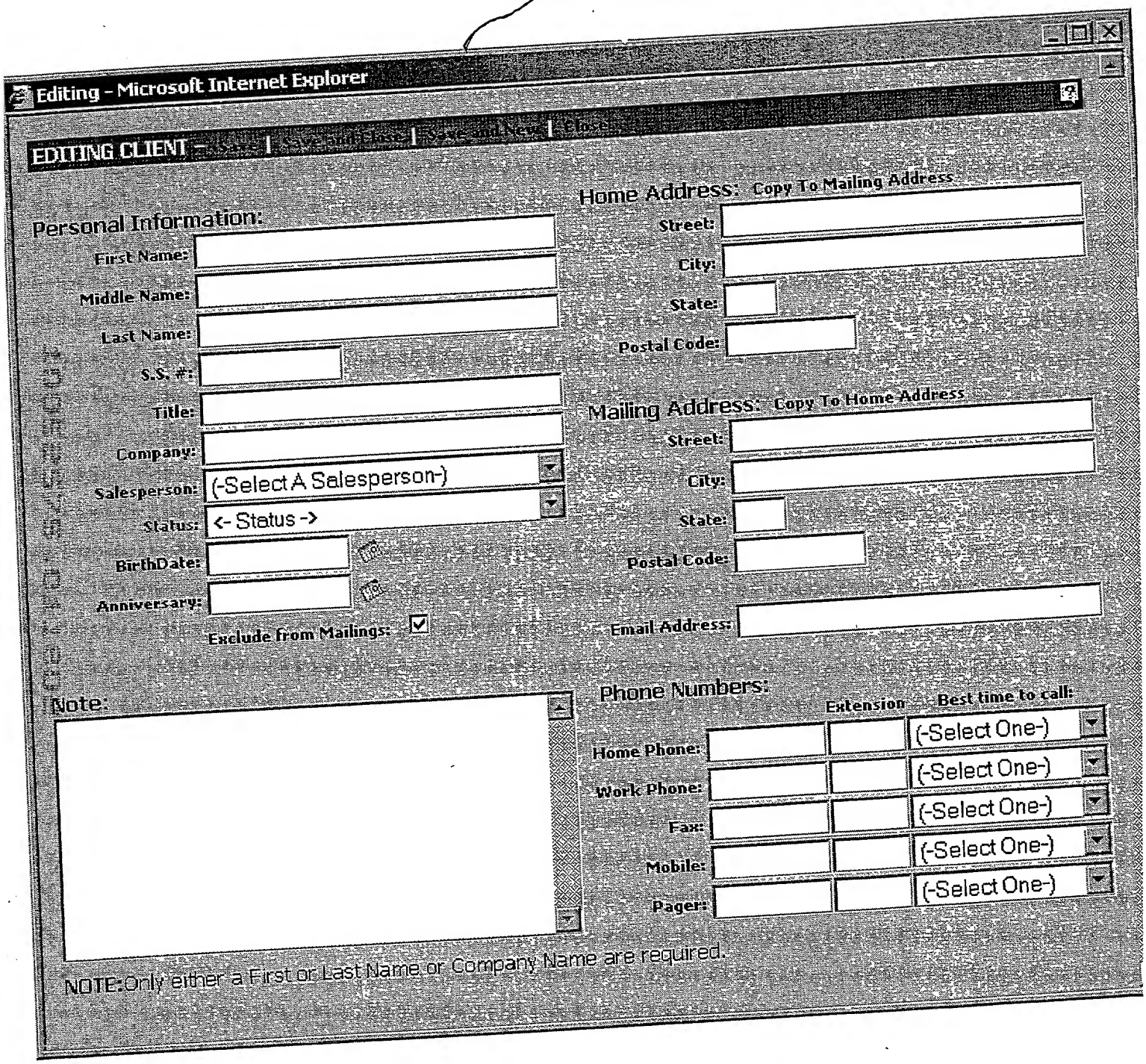

Editing - Microsoft Internet Explorer
EDITING CLIENT
Save
Save and Close
Save and New
Close
Personal Information:
First Name:
Middle Name:
Last Name:
S.S. #:
Title:
Company:
Salesperson:
(-Select A Salesperson-)
Status:
<- Status ->
BirthDate:
Anniversary:
Exclude From Mailings:
Home Address:
Copy To Mailing Address
Street:
City:
State:
Postal Code:
Mailing Address:
Copy To Home Address
Street:
City:
State:
Postal Code:
Email Address:
Note:
Phone Numbers:
Extension
Best time to call:
Home Phone:
Work Phone:
Fax:
Mobile:
Pager:
(-Select One-)
NOTE: Only either a First or Last Name or Company Name are required.

FIG. 9

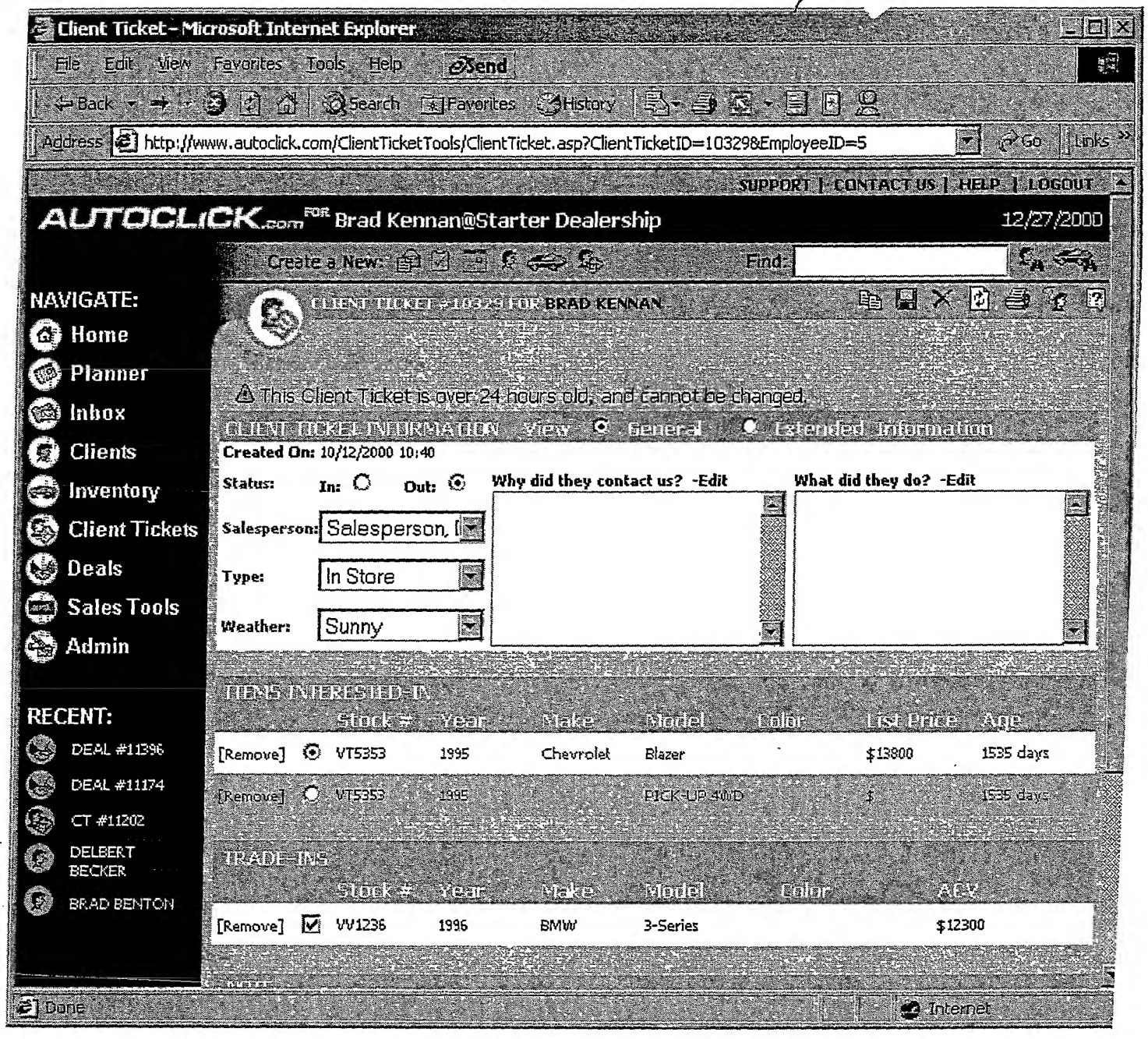

691
Client Ticket - Microsoft Internet Explorer
File Edit View Favorites Tools Help Send
Back Search Favorites History
Address http://www.autoclick.com/ClientTicketTools/ClientTicket.asp?ClientTicketID=10329&EmployeeID=5
Go Links
SUPPORT | CONTACT US | HELP | LOGOUT
AUTOCLICK.com FOR Brad Kennan@Starter Dealership 12/27/2000
Create a New:
Find:
NAVIGATE:
Home
Planner
Inbox
Clients
Inventory
Client Tickets
Deals
Sales Tools
Admin
RECENT:
DEAL #11396
DEAL #11174
CT #11202
DELBERT BECKER
BRAD BENTON
CLIENT TICKET #10329 FOR BRAD KENNAN
This Client Ticket is over 24 hours old, and cannot be changed.
CLIENT TICKET INFORMATION View General Extended Information
Created On: 10/12/2000 10:40
Status: In: Out:
Why did they contact us? -Edit
What did they do? -Edit
Salesperson: Salesperson, [
Type: In Store
Weather: Sunny
ITEMS INTERESTED IN
Stock # Year Make Model Color List Price Age
[Remove] VT5353 1995 Chevrolet Blazer $13800 1535 days
[Remove] VT5353 1995 PICK-UP 4WD $ 1535 days
TRADE-INS
Stock # Year Make Model Color ACV
[Remove] VV1236 1996 BMW 3-Series $12300
Done
Internet

FIG. 10A ~618 ~FIG. 10 ~613

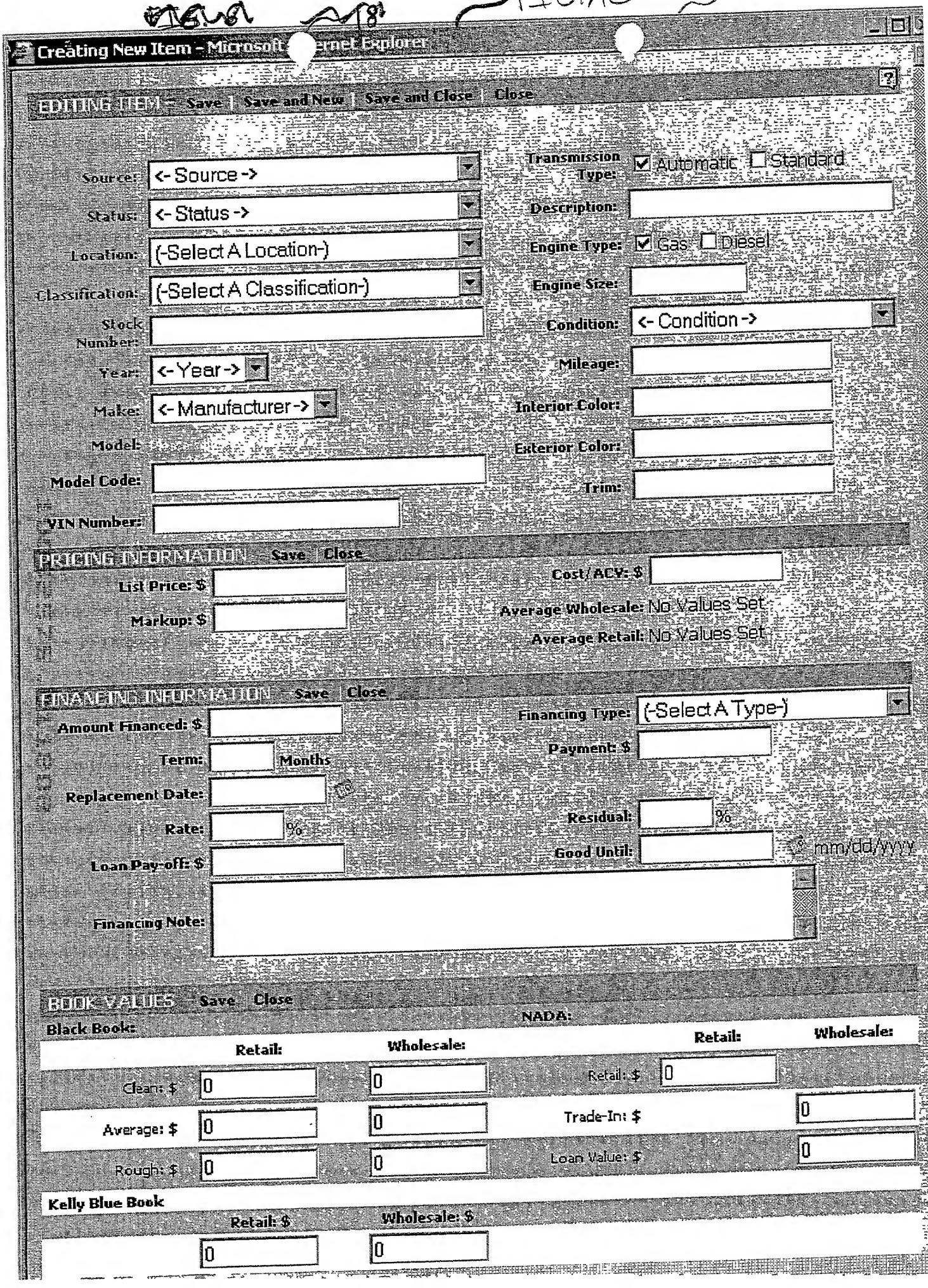


FIG. 11

615

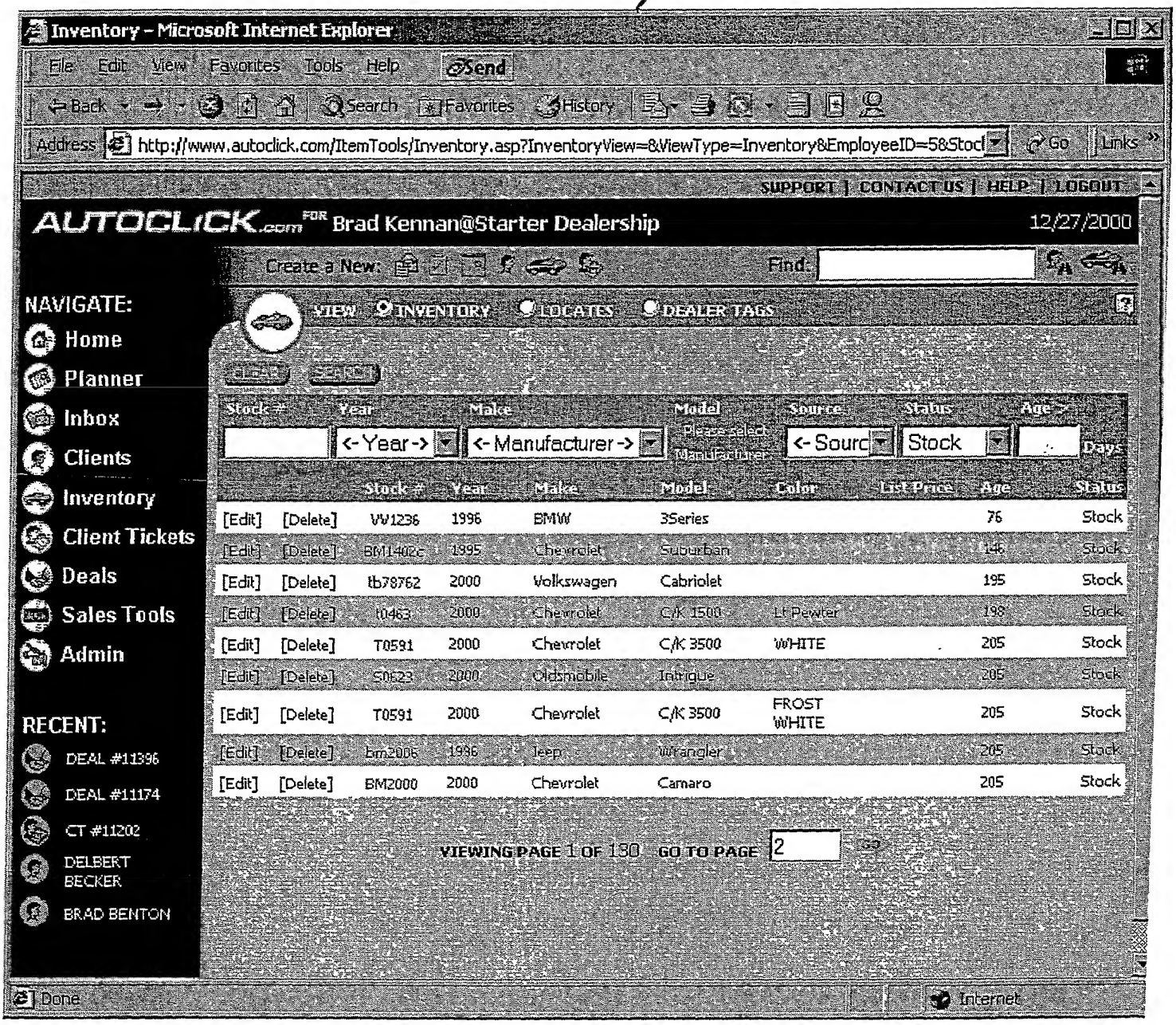

Inventory - Microsoft Internet Explorer
File Edit View Favorites Tools Help Send
Back Search Favorites History
Address http://www.autoclick.com/ItemTools/Inventory.asp?InventoryView=&ViewType=Inventory&EmployeeID=5&Stoc
Go Links
SUPPORT | CONTACT US | HELP | LOGOUT
AUTOCLICK.com FOR Brad Kennan@Starter Dealership
12/27/2000
Create a New:
Find:
NAVIGATE:
Home
Planner
Inbox
Clients
Inventory
Client Tickets
Deals
Sales Tools
Admin
RECENT:
DEAL #11396
DEAL #11174
CT #11202
DELBERT BECKER
BRAD BENTON
VIEW INVENTORY LOCATES DEALER TAGS
Stock # Year Make Model Source Status Age >
<-Year-> <-Manufacturer-> Please select Manufacturer <-Sourc Stock Days
Stock # Year Make Model Color List Price Age Status
[Edit] [Delete] VW1236 1996 BMW 3Series 76 Stock
[Edit] [Delete] BM1402c 1995 Chevrolet Suburban 146 Stock
[Edit] [Delete] tb78762 2000 Volkswagen Cabriolet 195 Stock
[Edit] [Delete] t0463 2000 Chevrolet C/K 1500 Lt Pewter 198 Stock
[Edit] [Delete] T0591 2000 Chevrolet C/K 3500 WHITE 205 Stock
[Edit] [Delete] S0623 2000 Oldsmobile Intrigue 205 Stock
[Edit] [Delete] T0591 2000 Chevrolet C/K 3500 FROST WHITE 205 Stock
[Edit] [Delete] bm2006 1986 Jeep Wrangler 205 Stock
[Edit] [Delete] BM2000 2000 Chevrolet Camaro 205 Stock
VIEWING PAGE 1 OF 180 GO TO PAGE 2 GO
Done
Internet

FIG. 12

621

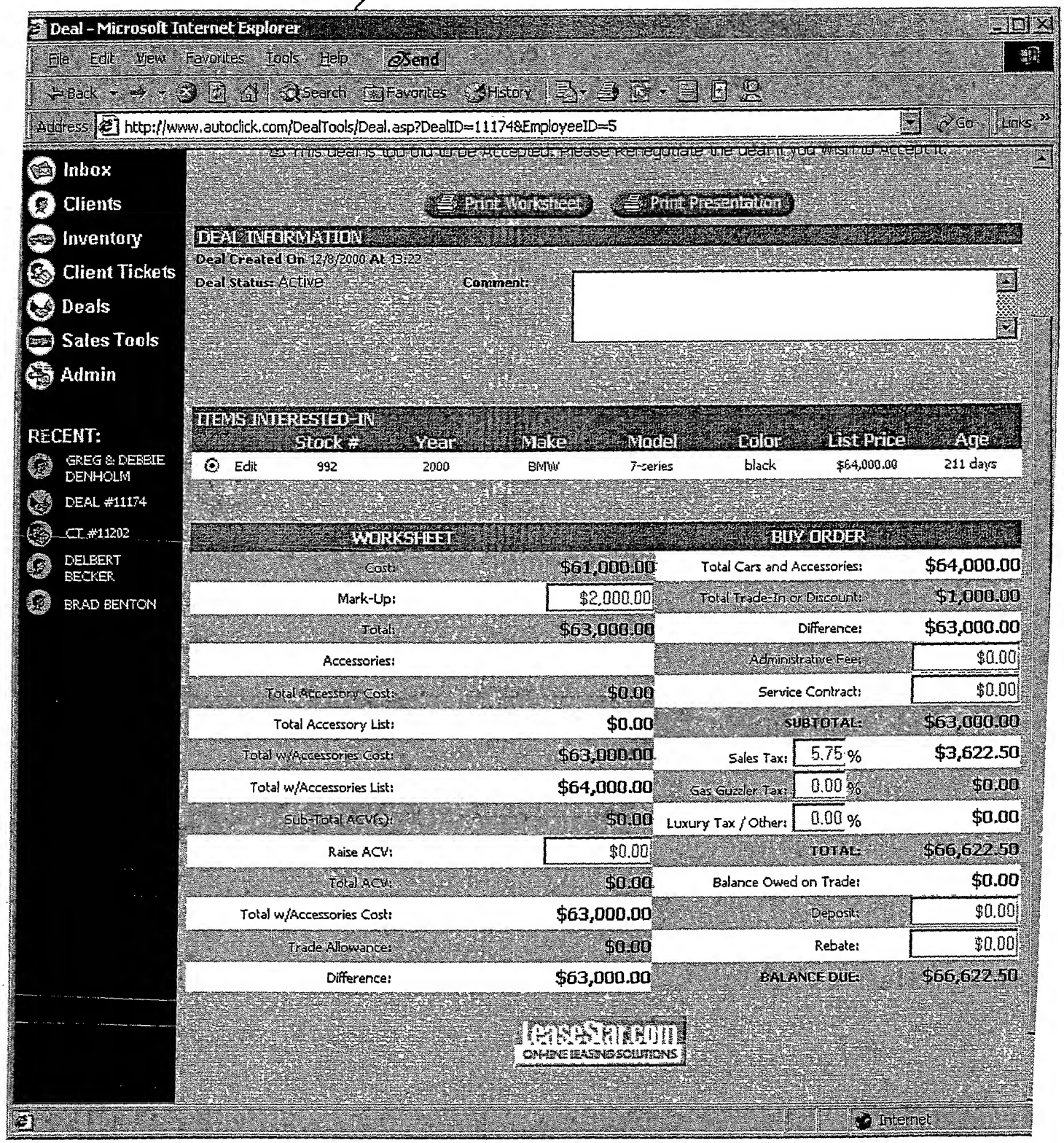

Deal - Microsoft Internet Explorer
File Edit View Favorites Tools Help Send
Back Search Favorites History
Address http://www.autoclick.com/DealTools/Deal.asp?DealID=11174&EmployeeID=5
Go Links
This deal is too old to be Accepted. Please renegotiate the deal if you wish to Accept it.
Inbox
Clients
Inventory
Client Tickets
Deals
Sales Tools
Admin
RECENT:
GREG & DEBBIE DENHOLM
DEAL #11174
CT #11202
DELBERT BECKER
BRAD BENTON
Print Worksheet
Print Presentation
DEAL INFORMATION
Deal Created On 12/8/2000 At 13:22
Deal Status: Active
Comment:
ITEMS INTERESTED-IN
Stock # Year Make Model Color List Price Age
Edit 992 2000 BMW 7-series black $64,000.00 211 days
WORKSHEET
Cost: $61,000.00
Mark-Up: $2,000.00
Total: $63,000.00
Accessories:
Total Accessory Cost: $0.00
Total Accessory List: $0.00
Total w/Accessories Cost: $63,000.00
Total w/Accessories List: $64,000.00
Sub-Total ACV(s): $0.00
Raise ACV: $0.00
Total ACV: $0.00
Total w/Accessories Cost: $63,000.00
Trade Allowance: $0.00
Difference: $63,000.00
BUY ORDER
Total Cars and Accessories: $64,000.00
Total Trade-In or Discount: $1,000.00
Difference: $63,000.00
Administrative Fee: $0.00
Service Contract: $0.00
SUBTOTAL: $63,000.00
Sales Tax: 5.75 % $3,622.50
Gas Guzzler Tax: 0.00 % $0.00
Luxury Tax / Other: 0.00 % $0.00
TOTAL: $66,622.50
Balance Owed on Trade: $0.00
Deposit: $0.00
Rebate: $0.00
BALANCE DUE: $66,622.50
LeaseSat.com
ONLINE LEASING SOLUTIONS
Internet

FIG. 13

623

Presentation Screen - Microsoft Internet Explorer

Vehicle Information

Location: Starter Dealership
Year: 2000
Make: BMW
Model: 7-series
Model Code: 740il
VIN Number: 12345678901234567
Mileage: 0
Interior Color: black
Exterior Color: black
Trim: leather

No Graphic Available

Options:

Transmission: Automatic
Speeds: 0
Engine Type: Gas
Engine Size: 6

Deal Information

List Price: **$64,000.00**

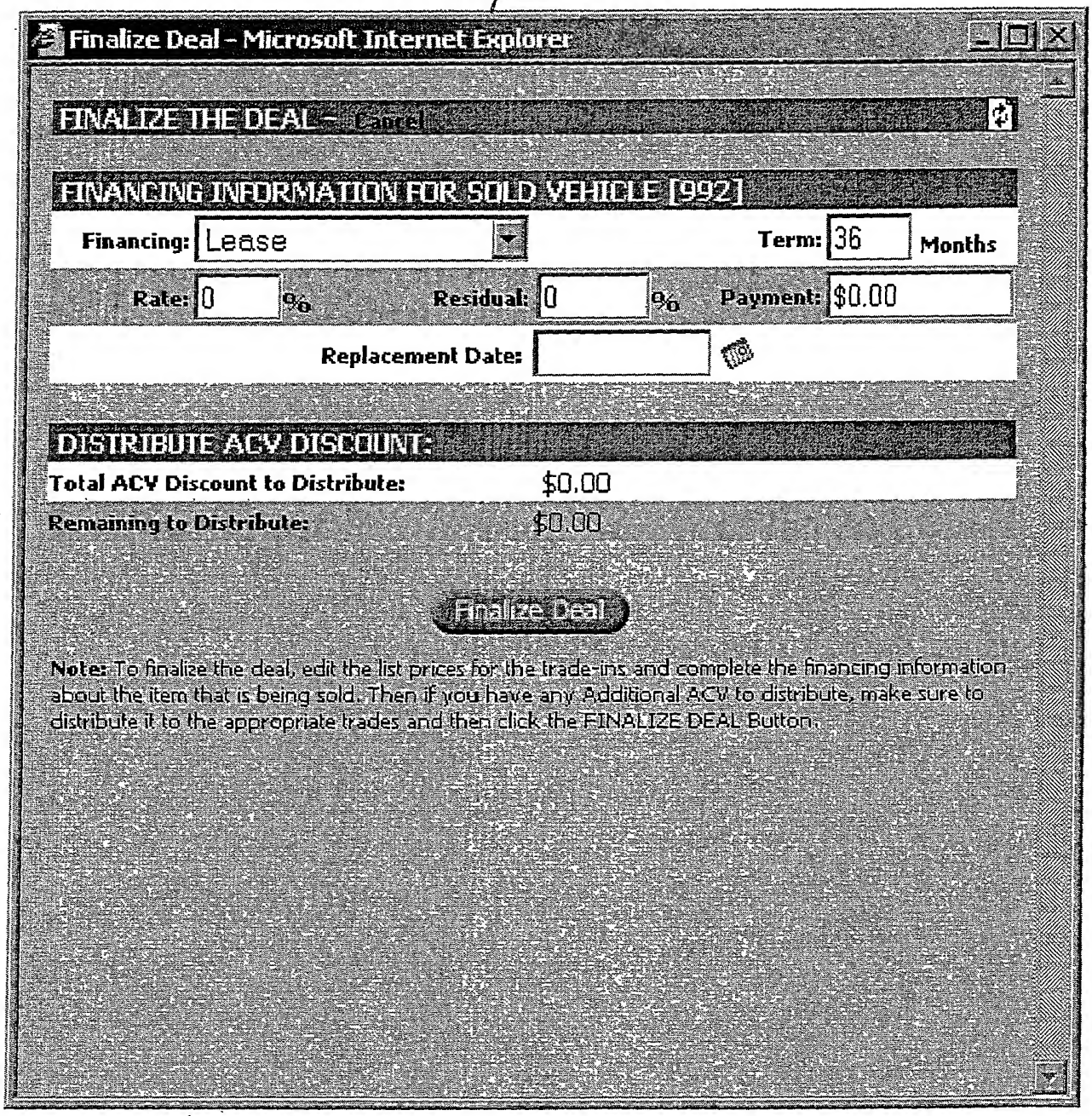
Trade Allowance / Discount: **$1,000.00**

Difference: $63,000.00

E-Mail Deal | Print Deal | Accept Deal | Cancel

FIG. 14

631



5,950,176

FIG. 15

637

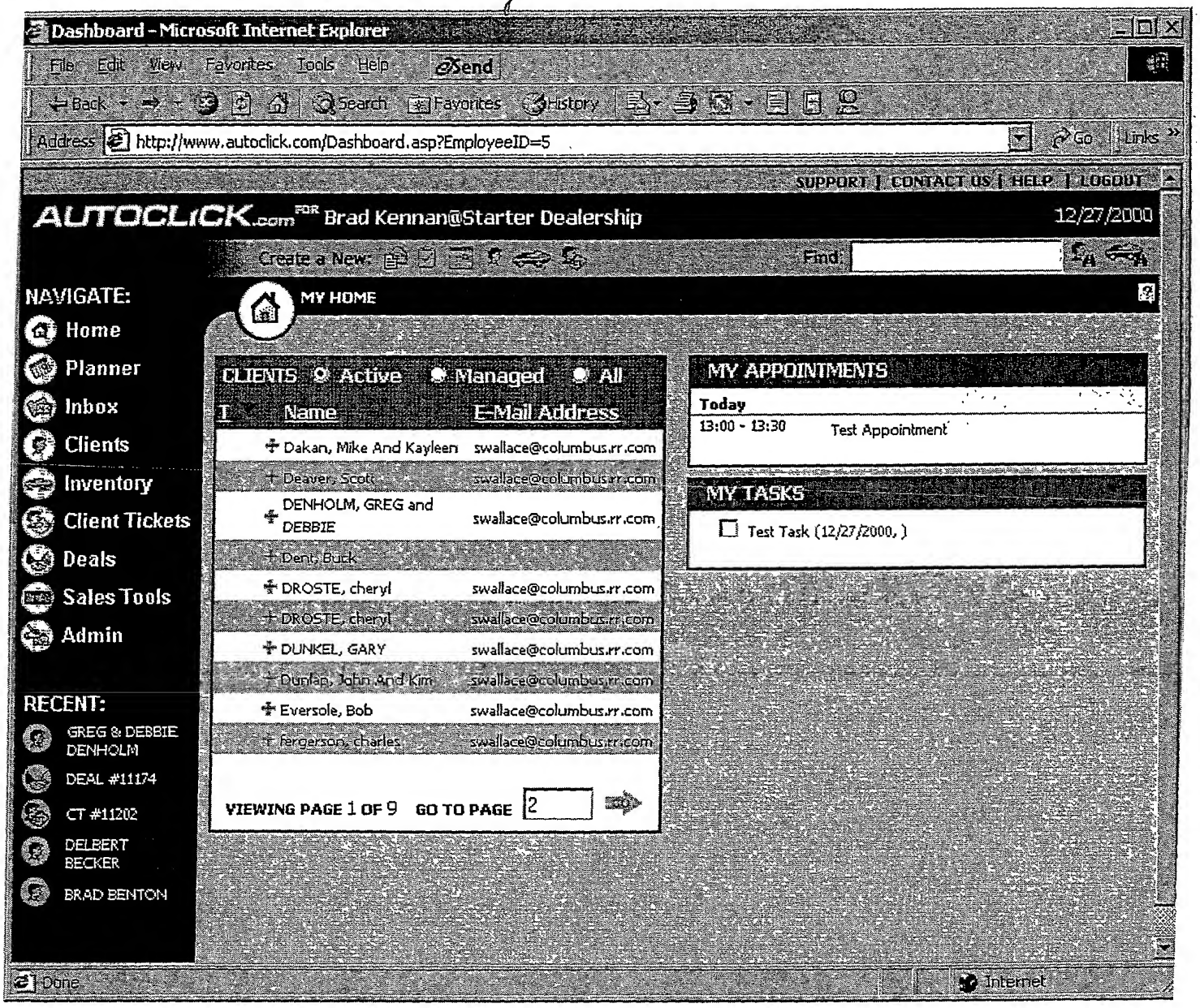

Dashboard - Microsoft Internet Explorer
File Edit View Favorites Tools Help Send
Back Search Favorites History
Address http://www.autoclick.com/Dashboard.asp?EmployeeID=5
Go Links
SUPPORT | CONTACT US | HELP | LOGOUT
AUTOCLICK.com FOR Brad Kennan@Starter Dealership
12/27/2000
Create a New:
Find:
NAVIGATE:
Home
Planner
Inbox
Clients
Inventory
Client Tickets
Deals
Sales Tools
Admin
RECENT:
GREG & DEBBIE DENHOLM
DEAL #11174
CT #11202
DELBERT BECKER
BRAD BENTON
MY HOME
CLIENTS Active Managed All
Name
E-Mail Address
Dakan, Mike And Kayleen swallace@columbus.rr.com
Deaver, Scott swallace@columbus.rr.com
DENHOLM, GREG and DEBBIE swallace@columbus.rr.com
Dent, Buck
DROSTE, cheryl swallace@columbus.rr.com
DROSTE, cheryl swallace@columbus.rr.com
DUNKEL, GARY swallace@columbus.rr.com
Dunlap, John And Kim swallace@columbus.rr.com
Eversole, Bob swallace@columbus.rr.com
Fergerson, charles swallace@columbus.rr.com
VIEWING PAGE 1 OF 9 GO TO PAGE 2
MY APPOINTMENTS
Today
13:00 - 13:30 Test Appointment
MY TASKS
Test Task (12/27/2000,)
Done
Internet

FIG. 16

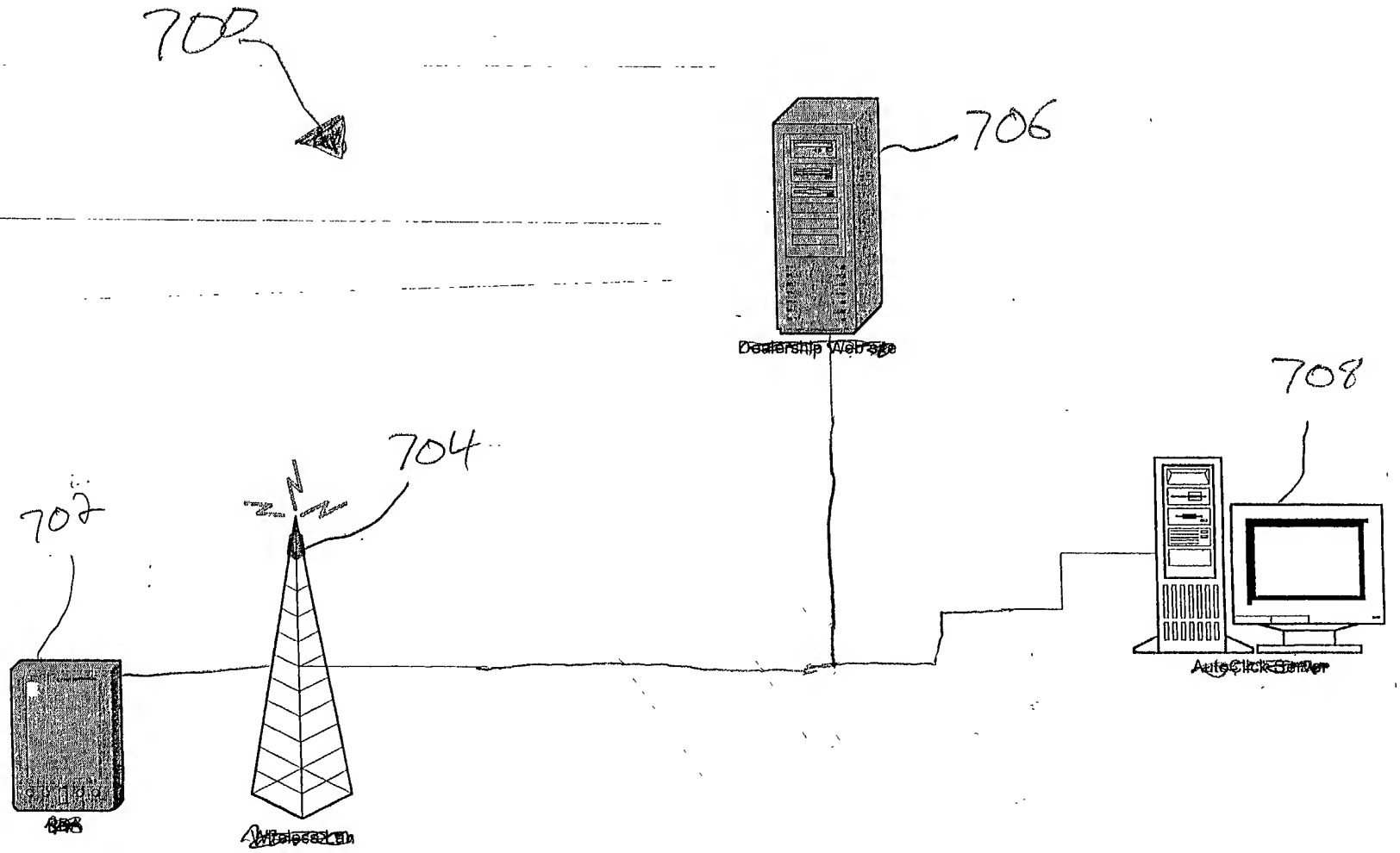
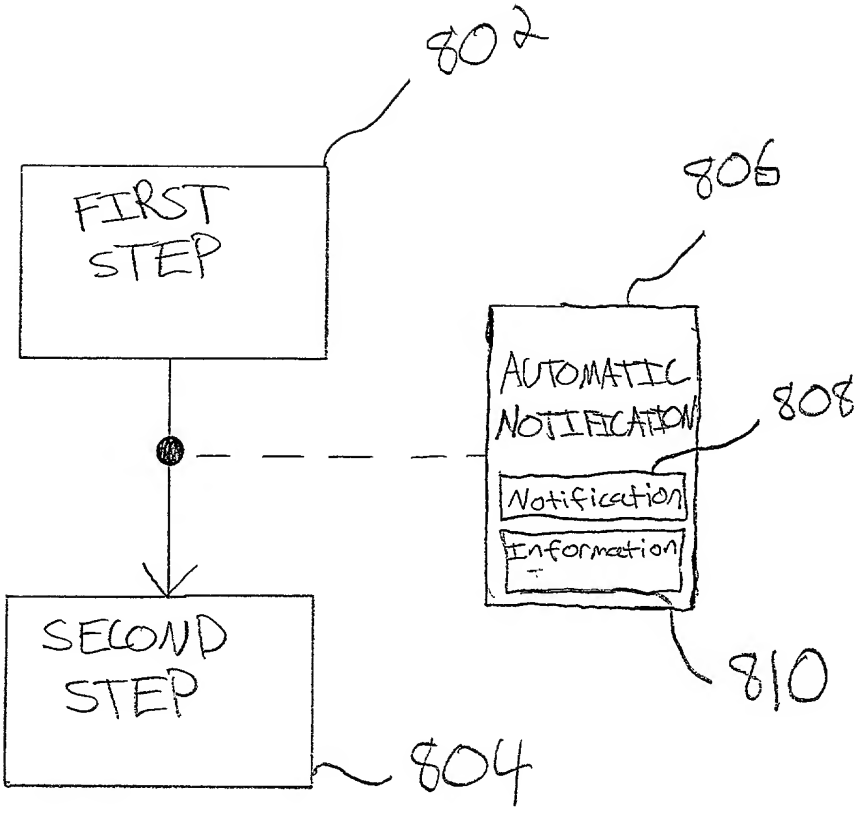


FIG. 17


802
FIRST STEP
806
AUTOMATIC NOTIFICATION
808
Notification Information
SECOND STEP
804
810